

## Withum merges in Portal Solutions

By **Michael Cohn**  
Published **May 02, 2017**

WithumSmith+Brown has combined practices with the IT consulting firm Portal Solutions, expanding Withum's array of digital services, effective May 1.

The deal will also add two partners and 31 other team members to Withum, along with Portal Solutions' two offices in Bethesda, Maryland, and Woburn, Massachusetts. Withum has 14 offices and 900 staff members.

Financial terms of the deal were not disclosed because of a confidentiality clause in the agreement. Withum ranked 26<sup>th</sup> on Accounting Today's 2017 list of the Top 100 Firms, with \$147.78 million in annual revenue. Portal Solutions will add another \$5 million to that total for the combined firm.



Withum's building in Princeton, N.J. Courtesy of WithumSmith+Brown

"We found the perfect match with Portal Solutions in terms of service expertise and culture," said Withum managing partner and CEO Bill Haman in a statement. "We are thrilled to have the talented staff from Portal Solutions come on board."

Portal specializes in digital workplace systems, along with Office 365, Azure cloud technology, data analytics, business process automation and mobile development and security.

“Since the inception for Portal Solutions in 2003, our primary focus has been to provide remarkable client experiences while creating the best possible digital workplaces, always putting the client first,” said Portal Solutions CEO Daniel-Dumani, who will join Withum as a partner in its advisory practice. “The fact that Withum embraces personalized attention and a commitment to excellence is tremendously important to us.”



Withum managing partner and CEO Bill Hagaman (left) with Portal Solutions CEO Daniel Cohen-Dumani/Courtesy of WithumSmith+Brown

“Withum’s innovative mindset and value added approach to servicing its clients was a big attraction to Portal Solutions,” said Allan D. Koltin, CEO of Koltin Consulting Group, who advised both firms on the combination. “Although Portal Solutions was courted by many other Top 30 accounting and consulting firms, they felt Withum’s entrepreneurial culture and ability to grow in the technology area were major strategic advantages in reaching their decision.”

## Withum Acquires Technology Consulting Firm Portal Solutions

May 2, 2017



Effective May 1, 2017, Portal Solutions, an information technology consulting firm based in Bethesda, MD, joined its practice with WithumSmith+Brown PC (Withum), a regional CPA and consulting firm with 14 offices, 900 staff members and annual revenue of \$140M, ranking in the top 30 firms in the country. Portal Solutions will remain at their locations in the Woodmont Triangle neighborhood of Bethesda and Woburn, MA.

“We are excited about joining forces with Withum,” says Daniel Cohen-Dumani, the founder and Chief Executive Officer of Portal Solutions, who will join Withum as a Partner and continue to lead its growing advisory practice. “Since the inception of Portal Solutions in 2003, our primary focus has been to provide remarkable client experiences while creating the best possible Digital Workplaces, always putting the client first. The fact that Withum embraces personalized attention and a commitment to excellence is tremendously important to us.”

According to Cohen-Dumani, the two firms’ combined resources will bring a new breadth of services to Portal Solutions’ clients. “Withum’s considerable resources will accelerate our expansion in Data and Analytics solutions, Mobile Development, Security and Risk assessment, Managed Services, and Modern Business Applications with Microsoft Dynamics 365,” he says. “It will also allow us to further expand our overall solution capabilities to offer packaged solutions, such as OneWindow Workplace intranet, in industries such as healthcare, professional services, non-profits, real estate, financial services and others.

Withum's Managing Partner and CEO Bill Hagaman CPA, CGMA, also noted that Withum has been seeking the right strategic partner to enhance its management consulting services. "We found the perfect match with Portal Solutions in terms of service expertise and culture. We are thrilled to have the talented staff from Portal Solutions come on board," he says. "We are excited to now offer clients digital workplace solutions, which aligns with our overarching strategy and business objective to bring together people, processes, technology and data in order to propel their growth and success. Our union will allow us to immediately offer our clients cloud-focused information technology consulting services supporting Microsoft Office 365, Azure cloud solutions, data analytics, business process automation and mobile development and security. It's very exciting."

"Withum's innovative mindset and value added approach to servicing its clients was a big attraction to Portal Solutions," commented Allan D. Koltin, CEO of Koltin Consulting Group who advised both firms on the union. "Although Portal Solutions was courted by many other Top 30 Accounting firms, they felt Withum's entrepreneurial culture and ability to grow in the technology area were major strategic advantages in their reaching a decision."

Combined, Withum and Portal Solutions serve a wide range of industries. These include technology, financial and investment, healthcare, law and professional, government, life sciences, not-for-profit and education, government, manufacturing, consumer products, construction and real estate services.



## Maryland IT consultants become part of Withum practice

By Eric Strauss, May 2, 2017



WithumSmith+Brown P.C.'s Bill Hagaman, left, and Portal Solutions' Daniel Cohen-Dumani. (WITHUMSMITH+BROWN P.C.)

**Portal Solutions**, a Maryland-based information technology consulting firm, has joined its practice with **WithumSmith+Brown P.C.**, the Princeton-based regional accounting and consulting firm, the two announced Tuesday.

Portal Solutions will maintain its offices in Bethesda, Maryland and Woburn Massachusetts, but will now be part of the larger firm, the companies said.

“We found the perfect match with Portal Solutions in terms of service expertise and culture,” Withum CEO and Managing Partner Bill Hagaman said in a prepared statement. “We are excited to now offer clients digital workplace solutions, which aligns with our overarching strategy and business objective to bring together people, processes, technology and data in order to propel their growth and success.”

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Portal founder and CEO Daniel Cohen-Dumani will join Withum as a partner and lead its growing advisory practice.

“We are excited about joining forces with Withum,” he said in a statement. “Since the inception of Portal Solutions in 2003, our primary focus has been to provide remarkable client experiences while creating the best possible digital workplaces, always putting the client first. The fact that Withum embraces personalized attention and a commitment to excellence is tremendously important to us.”

**Koltin Consulting Group** advised both firms on the transaction.

## Withum Adds IT Consulting Firm, Portal Solutions

May 4, 2017 by **INSIDE Public Accounting**

Princeton, N.J.-based **WithumSmith+Brown** (FY16 net revenue of \$147.1 million) has combined practices with the IT consulting firm Portal Solutions, expanding Withum's digital services.

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"Withum's considerable resources will accelerate our expansion in data and analytics solutions, mobile development, security and risk assessment, managed services and modern business applications with Microsoft Dynamics 365," he says in a statement. "It will also allow us to further expand our overall solution capabilities to offer packaged solutions, such as OneWindow Workplace intranet, in industries such as health care, professional services, non-profits, real estate, financial services and others."

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